

Message Text

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PAGE 01 HELSIN 00305 131254Z

44

ACTION EUR-06

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /014 W

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R 131210Z FEB 74

FM AMEMBASSY HELSINKI

TO USDOC WASHDC

INFO SECSTATE WASHDC 7172

UNCLAS HELSINKI 0305

E.O. 11652: N/A

TAGS: BEXP FI

SUBJ: PRIVATE TRADE OPPORUTNITY

1. 405/01/P0004

2. 021274

3. FCARREGUI

4. 405 FINLAND

5. AD

6A. REPLY BY AIRMAIL TO AD

6B. MR. LARS AMINOFF, MANAGING DIRECTOR

6C. OY ESOPE AB

PIENI ROOBERTINKATU 8

00130 HELSINKI 13

7. CABLE "ESOPE"; TELEX 12-1319; TELEPHONE 661464

8. CO.REF LA/MN 1/31/74 AND LA/MN 2/8/74

9. 111 AND 112

9A. EXCLUSIVE AGENCY OR DISTRIBUTORSHIP AS APPROPRIATE

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PAGE 02 HELSIN 00305 131254Z

10. DESCRIPTION

2821300-- THERMOPLASTIC RESINS AND PLASTICS
MATERIALS, INCLUDING RESINS FOR PROTECTIVE COATINGS
2821400-- THERMOSETTING RESINS AND PLASTICS MATERIALS,
INCLUDING RESINS FOR PROTECTIVE COATINGS
2816 -- INORGANIC PIGMENTS
2819-- INDUSTRIAL INORGANIC CHEMICALS
FIRM IS PARTICULARLY INTERESTED IN ACRYLONITRILE
BUTADIENE STYRENE, POLYCARBONATE, POLYSTYRENE AND
PCV STABILIZERS; IRON OXIDE AND CHROMIC PIGMENTS.
ESTIMATED ANNUAL SALES POTENTIAL FOR PRODUCT CATE-
GORIES 2821200 AND 2821400 (COMBINED): 300 TONS. FOR
PRODUCT GROUP 2816: 500 TONS. FOR PRODUCT GROU
2819: 1000 TONS. CHIEF END-USERS: PLASTICS INDUSTRY
AND PULP AND PAPER INDUSTRIES.

THE FIRM OY ESOPE AB'S MARKETING TERRITORY COVERS
ALL FINLAND. U.S. COMPANIES REPRESENTED AT PRESENT:
-INDUSTRIAL RAW MATERIALS CORP., NEW YORK, N.Y.
-CHEMDYE, INC., NEW YORK, N.Y.
THE COMPANY'S 1973 AGENCY SALES VOLUME AMOUNTED TO
FMK 20 MILLION (US DOLS 5 MILLION) AND FOR OWN ACCOUNT
FMK 500,000 (US DOLS 125,000).
TOTAL NUMBER OF EMPLOYEES: 12. LINES HANDLED IN-
CLUDE: PLASTICS RAW MATERIALS (POLYETHYLENE ISOTACTIC
POLYPROPYLENE); PLASTICIZERS (DIOCTYL ADIPATE,
DIBUTYL PHTHALATE, DI-ISOBUTYLPHTHALATE, DINONYL
PHTHALATE); MALEIC ACID, FUMARIC ACID; DISPERSIONS;
RESINS (LACQUER, LAMINATE, EPOXY); GUM ARABIC,
TRAGACANTH, AGAR-AGAR; TRACE ELEMENTS; RUBBER AND
PLASTIC BASED SURFACING MATERIALS; PARAFFIN AND
SPECIAL WAXES; PHENOL; CHROMIC ACID, RESORCINOL, ETC.
KREHBIEL

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 13 FEB 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974HELSIN00305
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: HELSINKI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740236/aaaabhwm.tel
Line Count: 93
Locator: TEXT ON-LINE
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: martinml
Review Comment: n/a
Review Content Flags:
Review Date: 05 MAR 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <05 MAR 2002 by elbezejf>; APPROVED <27 NOV 2002 by martinml>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PRIVATE TRADE OPPORUTNITY
TAGS: BEXP, FI
To: COM
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005